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| Title | **Present and defend an argument orally** | | |
| Level | **4** | **Credits** | **4** |

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| Purpose | People credited with this unit standard are able to present and defend an argument orally. |

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| Classification | Communication Skills > Interpersonal Communications |

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| Available grade | Achieved |

**Guidance Information**

1 Definition

The term *argument* in this unit standard refers to a proposition which is presented with supporting detail and reasoning and which is met with reasoned opposition. It does not refer to a dispute between people.

*Audience* refers to a group of at least three people.

2 Candidates must be assessed against this unit standard in a real-life workplace context using naturally occurring evidence, or in simulated conditions relevant to the candidate which require performance equivalent to a real-life context.

A verifier’s checklist is acceptable if accompanied by evidence that includes examples from the candidate’s performance.

3 For assessment, voice modulation for hearing impaired people may be demonstrated through a sign language interpreter voicing the message of the signer.Voice modulationrefers to the variation of the quality of one's voice with regard to inflection, tone, pitch, and intensity.

4 For participants from the deaf community, New Zealand Sign Language (NZSL) may be used between signing individuals and a signing group in order to demonstrate the requirements for this unit standard. A sign language interpreter must not be used in a group where all participants are using NZSL.

For mixed groups of hearing and deaf participants, an interpreter may be used to interpret spoken and signed language only when NZSL users are interacting with hearing participants.

5 All activities relevant to this standard will respect ngā kaupapa o te Tiriti o Waitangi (the principles of the Treaty of Waitangi).

6 All activities will, as relevant to candidates and/or this standard, reflect the peoples of the Pacific and other cultures, and their world views.

**Outcomes and performance criteria**

**Outcome 1**

Present and defend an argument orally.

**Performance criteria**

1.1 The argument is presented and includes an introduction, body, and conclusion.

Range the presentation must be at least five minutes.

1.2 The line of argument is supported by evidence.

Range line of argument includes but is not limited to – personal analysis, interpretation of information.

1.3 Audio-visual aids are used to explain subject matter and are integrated into the argument so that the flow is not interrupted.

1.4 Alternative views are compared with, and evaluated against, supporting evidence.

1.5 Argument is defended.

Range defence may include but is not limited to – analysed response, interpretation of information and ideas, examples, reasoned argument;

evidence of two is required.

1.6 Engagement with the audience is established and maintained using non-verbal communication, appropriate language, and subject matter.

1.7 Presentation and defence of argument are reviewed in terms of what went well and opportunities for future improvement.

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| Planned review date | 31 December 2026 |

**Status information and last date for assessment for superseded versions**

| Process | Version | Date | Last Date for Assessment |
| --- | --- | --- | --- |
| Registration | 1 | 26 January 1995 | 31 December 2012 |
| Review | 2 | 9 August 1996 | 31 December 2012 |
| Review | 3 | 24 March 1998 | 31 December 2012 |
| Review | 4 | 25 July 2006 | 31 December 2013 |
| Review | 5 | 17 November 2011 | 31 December 2017 |
| Review | 6 | 18 June 2015 | 31 December 2020 |
| Review | 7 | 16 February 2017 | N/A |
| Review | 8 | XXXX 2021 | N/A |

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| --- | --- |
| Consent and Moderation Requirements (CMR) reference | 0113 |

This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

**Comments on this unit standard**

Please contact NZQA National Qualifications Services [nqs@nzqa.govt.nz](mailto:nqs@nzqa.govt.nz) if you wish to suggest changes to the content of this unit standard.